

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

A280.29
F22Fc
Cop. 2

FCS Educational Circular 9

LIBRARY
SERIAL
JUL 26 1955
U.S. DEPARTMENT OF AGRICULTURE

Using YOUR
POULTRY AND
EGG CO-OP

The Farmer Cooperative Service conducts research studies and service activities of assistance to farmers in connection with cooperatives engaged in marketing farm products, purchasing farm supplies, and supplying business services. The work of the Service relates to problems of management, organization, policies, financing, merchandising, product quality, costs, efficiency, and membership.

The Service publishes the results of the studies; confers and advises with officials of farmers' cooperatives; and works with educational agencies, cooperatives, and others in the dissemination of information relating to cooperative principles and practices.

JOSEPH G. KNAPP,
Administrator,
Farmer Cooperative Service
U. S. Department of Agriculture

This educational circular is one of a series prepared for use of members of farmers' cooperatives and for educational work with rural youth.

FCS Educational Circular 9

(Formerly FCA Circular E-13)

Slightly Revised December 1955

Using Your Poultry and Egg Co-op

by JOHN J. SCANLAN

Poultry Branch, Marketing Division

UNLIKE many other farm products, neither your poultry nor eggs require much processing before reaching the housewife, so they do not necessarily go through a plant or through commercial marketing agencies or channels if sold locally. You may consume all of your poultry products on the farm or have a surplus to sell. This surplus may be sold directly to consumers, to private agencies, or through your cooperative organization which will distribute it into the different markets and channels of trade.

One method of increasing your income from such poultry products may be to retain some control over them beyond the boundaries of your farm. The job of farming need not necessarily end with producing; it should include some phases of marketing if it is to be most profitable, and you should perform as many of the marketing services yourself as you profitably can. If you cannot perform these services individually, you may join or help to organize a cooperative to provide them at cost. Thus you extend your farming operations to

include some part in the marketing of your products. In this way you may become a factor in influencing marketing conditions and market prices.

Marketing your products cooperatively means taking on several new jobs. Some of these jobs you can do yourself. Others you do with your neighbors. Still others you turn over to your elected representatives, those members who comprise the board of directors, and to the employees hired to operate your cooperative.

The better you and your fellow producers understand each of your responsibilities, the more likely you are to have a successful cooperative. Your new jobs may be outlined as follows:

1. Becoming a member of the cooperative.
2. Helping to finance the cooperative.
3. Helping to run the cooperative.
4. Profiting from cooperative experience.
5. Helping to extend the services of the cooperative.
6. Helping to solve the cooperative's problems.

Becoming a Member of the Cooperative

Your principal reason for joining a cooperative, or for helping to set up a new association, is to have your products marketed and various services furnished at cost. If charges for services exceed

costs, you receive back your proportionate share of the excess charges, usually in the form of patronage dividends.

Your major benefits, however, are not so much the stock or patronage dividends you receive from the savings of the cooperative, as increased returns from the improved products you raise for the co-op to sell. There are also indirect benefits, reflected in your earnings, in the improved marketing methods and conditions brought about by your association.

Becoming a member of a cooperative association handling eggs, turkeys, or other poultry is the first job of the producer who seeks, by joining with his neighbors, to increase his returns from poultry through cooperative effort. As an individual, the producer usually cannot profitably take the time or make the effort to find better outlets for his poultry products. Neither can his neighbor. A number of producers may, however, establish their own agency to do this selling job for them or a producer may join one already established. The poultryman must, therefore, first determine what he has to do in order to become a member, that is, a part owner.

Requirements for membership vary somewhat for the several different types of cooperatives marketing poultry products. Some cooperatives are

organized on a capital stock basis and some on a nonstock basis. In a capital stock association, the purchase of one share of voting (usually common) stock makes the producer a member. In a nonstock cooperative, the prospective member may or may not be required to sign a membership agreement, but he usually either pays a small entrance fee at the time of joining or has a deduction made from the returns on his first shipment. A producer becomes and remains a member of some associations merely by selling through the association and allowing a nominal membership fee to be deducted from his shipment each year.

Some poultry and egg cooperatives require their members to sign marketing agreements, pledging to the co-op all of certain products marketed. This



These modern candling and cartoning operations are at the plant of the New Hampshire Egg Producers Cooperative, Derry, N. H.

may be necessary and advisable if the type of association requires a definite or adequate volume of products to operate effectively and at low cost. Other types of co-ops find marketing agreements unnecessary or inadvisable.

The producer should learn before joining a cooperative whether it is an efficient and effective selling medium. He cannot assume that it is properly run, simply because it is a cooperative. What necessary or helpful services does

it render? Is it financially sound? Is it well managed? Is it economically operated? The prospective member has a right to know about these and other things before he joins. His ultimate purpose is to get a better job of selling done for the same or smaller cost, or as good a job at lower cost than he is able to get through privately owned agencies. Unless he can accomplish one of these purposes there may be little or no direct advantage in his joining the cooperative.

Helping to Finance the Cooperative

In your producing operations you must furnish the required capital; if you are to extend control over your products to their marketing you must expect to furnish your share of the capital for this also. Your financial contribution or investment is not for the purpose of earning interest dividends but to help you to obtain other dividends in the form of higher net returns for your poultry products and more satisfactory market services. People merely seeking dividends on capital cannot be expected to finance cooperatives. A major part of the capital must therefore be obtained from you and your fellow members.

Helping to finance the cooperative is one of the duties involved in holding membership. Funds are necessary to provide facilities and the operating capital for the co-op's current day-to-day expenses. Obviously, the original capital and the basis for capital borrowings must ordinarily be furnished by those who should benefit by the cooperative—the members. Later, additional capital may be obtained from banks or outside investors.

The amount of capital required by cooperative associations handling poultry products varies considerably, depending upon the type of association, location, scale of operations, commodities handled, credit policies, and other factors. The methods of obtaining this capital are likewise varied.

Before operations begin, the original capital of a cooperative usually is obtained from the sale of capital stock or from membership fees. Associations such as the large egg pooling associations often are of the stock type since they require a relatively large amount of capital for facilities, for advance payments to producers, and for operating expenses. The smaller and simpler type of associations, such as the bargaining and shipping associations, on the other hand, require very little capital for facilities or operating capital, and therefore can obtain the necessary funds from nominal membership fees.

After the cooperative begins to function, additional capital may be obtained from the members either through

retaining the savings from operations, or by a systematic plan of revolving certain uniform retains made for capital purposes.

Under the first method, the cooperative retains at least a part of the savings from operations to increase its capital. The members' equity in this earned cooperative capital may be evidenced by shares of stock or certificates of interest, but often merely by book credits. When sufficient capital has been accumulated, additional earnings may be used to retire for cash the oldest stock or certificates or the credit accumulations, thereby revolving the capital investments of the members.

Under the second method, some extra deductions from the proceeds of sale,

usually on a per unit basis, are made to build up and maintain the capital at the desired amount. This revolving type of capital structure provides that the members' earlier contributions of capital be returned to them from current accumulations made on the same basis. The revolving capital structure has developed in response to a situation peculiar to cooperative undertakings because members gain advantages through the association in proportion to the use they make of it rather than in proportion to the amount of invested capital. The advantages of revolving capital to cooperatives and the way it may be used are discussed in detail in the "You and Your Co-op" series circular "Financing Farmers' Cooperatives."

Helping to Run the Cooperative

You and the other members of the cooperative which markets your poultry products are responsible for running it, since it belongs to you and to them only. It is your job to help guide it, to shape its policies, and to deliver your poultry products to it. If your association does not operate as you think it should, you, as a part owner, have a voice equal to that of other producers in bringing about helpful changes.

You may delegate part of your responsibility for the association's control to the directors and for its immediate management to the hired manager, but you cannot shift any of your responsibility of supporting it as an active patron. The amount of benefits you receive is dependent largely upon the amount of patronage which you give the association.

The member of a poultry or egg cooperative has the duty of helping to run it. The most direct way is through the use of his vote in selecting for directors men who are capable and willing to direct and effectively supervise the management and operations of the business. This is the member's privilege as well as his duty.

In addition to voting on important

matters and delegating the immediate direction of the cooperative to members selected as directors, the member has other methods of helping his cooperative. He should keep himself informed as to the operating methods and policies of his cooperative, its problems, and its financial condition. By doing this he can intelligently go about helping it; he is in a better position to answer

questions or criticisms of his cooperative; and he can help his directors and manager operate the business more successfully. Confidence comes from full information, because cooperatives do not continue long to operate on blind loyalty. Taking an active part in association affairs and acquainting oneself with operating policies and methods produce an intelligent loyalty that will withstand criticism and adversity because it is based on knowledge and understanding.

As time goes on, adjustments in the association's methods and policies may be advisable. In order to put these adjustments into effect, changes in directors and employees may be necessary. Some cooperatives are following the plan of not allowing directors to succeed themselves; others limit the number of terms a director may serve. In this way new blood finds its place in the board of directors and new, young, and informed leaders are developed. Here again the informed member can be of genuine assistance in helping his cooperative to make changes as they are needed.

A member's patronage is his most important contribution to the successful operation of his cooperative. Even if he is not under a marketing agreement, he has a responsibility to himself and to his fellow members to provide volume. Adequate volume is essential if a cooperative is to operate efficiently and exert bargaining influence, and if members are to obtain benefits in the form of lower costs and higher net returns. Many of the cooperatives handling poultry products have buildings and equipment, the fixed overhead costs of which are distributed over all products handled. Doubling volume

TABLE 1.—GROWTH OF SPECIALIZED POULTRY AND EGG COOPERATIVES: NUMBER, ESTIMATED MEMBERSHIP, AND ESTIMATED BUSINESS, 1921 to 1953-54

Year	Associations listed ¹	Estimated members ²	Estimated business
	<i>Number</i>	<i>Number</i>	<i>1,000 dollars</i>
1921.....	26	15, 011
1930-31.....	160	82, 000	86, 000
1940-41.....	179	105, 000	82, 000
1947-48.....	143	131, 000	275, 000
1948-49.....	134	134, 000	304, 000
1949-50.....	131	142, 000	291, 000
1950-51.....	126	117, 000	199, 000
1951-52.....	144	134, 000	234, 000
1952-53.....	147	128, 000	336, 000
1953-54*.....	155	126, 000	303, 000

*Preliminary.
¹ Includes independent local associations, federations, large-scale centralized associations, sales agencies, and independent service-rendering associations, and subsidiaries whose business is distinct from that of the parent organizations.
² Includes members, contract members, and shareholders, but does not include patrons not in these categories.
 SOURCE OF DATA: Annual and special reports, schedules, and other information pertaining to farmers' cooperatives, History and Statistics Branch, Farmer Cooperative Service.

may halve overhead cost per pound or per dozen; cutting volume in half double the overhead cost per unit. This is one reason that members' patronage is necessary for low cost operation and successful cooperatives. If a cooperative can maintain an ample volume of products it usually can overcome other problems and difficulties.

The members of a cooperative are not only its owners but also its principal patrons and it is to their double interest to supply it with sufficient volume for most efficient operation. Because of this dual interest as owner and patron, the member of a cooperative should have doubled interest and influence in making his cooperative business organization succeed.

Profiting From Cooperative Experience

The story of cooperative activity in poultry and egg marketing is one of successes and problems. The successes have proved beyond a doubt the flexibility of cooperation in selling poultry and eggs; the problems have shown clearly wherein the cooperative method may have its limitations in marketing these products.

Your opportunity to profit from over 40 years of experience in cooperative poultry and egg marketing lies in your willingness to analyze why some co-ops have thrived while others have failed to do the job they were set up to do. Obviously, as you learn of the possibilities and limitations of cooperation, your insight into the operations of your own association will increase, to the benefit of the co-op.

Egg circles were the first important type of cooperative to handle poultry products in the United States. The two chief purposes of this early form of egg marketing association were to improve quality by the production of infertile eggs, collected and shipped frequently, and to market these eggs more directly to the consumer. Because of the small volume of eggs necessary for their operation and their adaptability to farm-flock production conditions of the Midwest and the Southwest, by 1918 there were a large number of these circles. They encouraged at first the more careful handling of eggs, improved methods of marketing, and were a forerunner of the cooperative pooling associations. In 1923 only a few of these egg circles, as such, were still active.

Large pooling associations

The development of the pool type of egg association began in the far West where it is still the predominating type. In the West large flocks, usually of one breed, became common and large volumes of eggs of high quality and fairly uniform size and color were pro-

duced. This type of production resulted in the development of cooperative pooling associations to market the surplus in the Eastern markets.

Beginning in 1916, a number of associations of the pool type were organized in California, Washington, Oregon, Idaho, and Utah. Most of these associations started in a small way and are still operating with greatly expanded volume, areas of operation, and services. These cooperatives have frequently and justifiably been pointed out as examples of outstanding successes in the cooperative marketing of eggs and, to a lesser extent, of poultry.

Chiefly in the West, there were organized in the 1920's, a large number of small turkey pools. In 1954 there were approximately 25 specialized turkey cooperatives in the United States. Some of these operate independently; others are affiliated into district, State, or regional associations for the purpose of more effective selling on the large terminal markets. The turkey cooperatives have been influential in reducing handling margins, in improving production, killing, dressing, grading, boxing, and merchandising methods,



Above are pictured three cooperatives which market eggs and poultry as the principal or as side-line products. From top to bottom are: The office building and main plant of one of the largest pool-type specialized egg and poultry cooperatives, the Washington Co-operative Farmers Association, Seattle, Wash.; pre-packaging cut-up, ready-to-cook fryers at a plant of the above association; egg building of the Central Kansas Co-operative Creamery Association, Hillsboro, Kans.; selling eggs at Vineland and South Jersey Cooperative Egg Auction and Poultry Association, Inc., Vineland, N. J.

and have led the way in many other helpful policies and developments.

Development in Midwest

Following closely the successful initiation of the large pool type of association in the West, it was adopted by Midwestern farm-flock and eastern commercial producers. This move resulted largely in failure and disappointment. Only a few of the large number of associations of this type set up east of the Rockies survived for more than a few years. Many of these associations

were formed in the Midwest and East by well-meaning producers and others, and some continued to be organized in these sections. Ignoring the wide differences in production, marketing, and other conditions, they became enthusiastic about the western associations and thought that exact duplicates could operate successfully in their areas.

While the large pool type of poultry and egg cooperative has been outstandingly successful in the Mountain and Pacific Coast States, and the country-point poultry and egg auctions proved

satisfactory in the Northeastern States, it has become apparent that neither of these types is generally adapted to the farm-flock area of the Midwest. In 1953, several hundred cooperatives in the North Central States marketed eggs and poultry either as the principal products or in conjunction with marketing other farm products or purchasing supplies. Only 57 were associations handling poultry products as their major commodity. In the farm-flock areas, associations organized to sell only poultry and eggs, or these products primarily, have not been generally successful. Greater success has been attained generally in nonspecialized poultry producing areas in the handling of poultry products as side lines by cooperatives set up to handle some other farm product or to purchase farm supplies.

Auction associations

The most important development in cooperative marketing of eggs and poultry in the 1930's was the formation of 32 country-point egg and poultry auction associations. This type of association proved highly successful and popular especially in the Northeastern part of the United States. These local auction associations presented the solution for a type of cooperative association adapted to marketing poultry products in the heavy eastern production areas adjacent to large consuming areas. The auction type of association was not difficult to organize or to operate due to simplicity of operation, small amount of capital and volume required, and the necessary management ability. Only a few of the associations organized as auctions now sell by this method. Due to increase

in size, war-time regulations, and other factors, most of the auctions have changed to semiweekly pooling associations.

The auction-type of association proved ill-adapted to the heavy-surplus, farm-flock producing areas which are far removed from the large metropolitan consuming areas.

Some mistakes in organizing

One of the mistakes commonly made by those who have been instrumental in the setting up of poultry cooperatives has been the organizing of large associations at the outset. Few successful existing egg and poultry cooperatives were started on a large scale. Most of the successful ones have grown up from small local units. Small associations, with a compact membership and local in operation, should usually be organized first. They will not need a large initial volume of products, much capital, costly facilities, or high-salaried personnel. Only when these small associations have been able to do their local job well should they attempt to expand. Sound commercial business ventures usually start small and expand only as business warrants.

Small associations with compact membership concentrated within a small area are more likely to operate efficiently, to be less subject to member defection, and to carry on successfully than are associations covering wider areas with more scattered and vulnerable membership. Too extensive operations often increase costs and problems out of proportion to the volume gained from the enlarged and often unwieldy area of operations.

During recent years in some areas there has grown a realization that, to be of greatest benefit as marketing organizations, local associations handling relatively small volumes of eggs

and poultry need to affiliate or federate with other associations. By joint or coordinated action the local associations should be able to serve their members more efficiently and effectively.

Helping to Extend the Services of the Cooperative

Your cooperative's alertness to add new services to those it now performs for its members is important to its success. Not all services which can be performed by a cooperative marketing poultry and eggs may be economically feasible at first or at the present time. But a careful study of the new services which might be provided, in relation to the association's present services and possibilities for expansion, will provide you with valuable information to be used for the co-op's good.

The primary job of a cooperative handling eggs, turkeys, or other poultry is to market these products for its members to the best advantage and to remit the selling price after deducting the actual cost of selling. But beyond this it rewards its producers by paying for the products according to quality. The policy of some handlers to pay for eggs on a "nest run" basis and for poultry without regard to quality has always penalized the producers of high quality poultry products and has unduly rewarded the producers of low quality products. This policy gave no inducement to the production of better eggs and poultry. Cooperatives from the beginning paid according to quality and have made the production of better products advisable and usually more profitable.

Some of the associations work closely with the members to keep them informed concerning the reasons for the failure of more of their eggs to go into the top grades. Other associations assist the producers to obtain better types of chickens, poultry, or turkeys

for market. By paying for eggs on the basis of association, State, or Federal grades, the egg cooperatives have encouraged better flocks, better feeding, better care of both hens and eggs, and prompt cooling and delivery of eggs.

Many cooperatives handling poultry products have developed side-line purchasing activities. Supplies include cases, crates, chicks, poults, feed, disinfectants, stoves, brooders, waterers, and other poultry-house equipment. Substantial savings have been made for members in handling these supplies. Usually sales are made at prevailing prices and patronage returns paid on the basis of the amount of purchases during the year. By purchasing their supplies jointly, some associations have been able to obtain substantial volume discounts which are passed on to the members either as patronage dividends or in lower prices for the supplies.

Many progressive practices have been initiated on an extensive scale by egg and poultry cooperatives. Examples are oil treatment and liner-packing shell eggs to improve keeping quality, clean-

ing dirty eggs by a sandblast process, adopting uniform grades for eggs and government grades for turkeys, and box-packing turkeys and other poultry.

In order to sell more effectively and at lower per unit costs, a number of the egg cooperatives and the turkey pools have set up overhead sales organizations and have established joint sales agencies, usually cooperative, in large terminal markets.

The undertaking of more functions and services by a cooperative, individually or by federating with other associations, means the assumption of added risks and costs along with the opportunity for more benefits and increased savings. Results may be slow in appearing. Time is required to build a sound marketing structure, to find market outlets, especially for new products, and to win the confidence of buyers.

Helping to Solve the Cooperative's Problems

Any active business finds itself constantly facing new problems. Your cooperative is no exception. Changing conditions outside the cooperative create certain problems; others arise within the association itself. You and your fellow members have a definite responsibility to help solve each problem as it develops. You will find careful study necessary for intelligent action. New policies may be needed. Through your influence and your vote you can help to bring about the adoption of policies that seem best suited to solve each problem.

Associations handling poultry products, as with other businesses, are constantly facing new problems. The continued effectiveness of individual associations in serving their patrons has been, and will continue to be, closely associated with the promptness and intelligence they show in adjusting their methods and policies to new developments.

When the early cooperative associations were formed, the per unit margin of profit usually taken by other handlers was comparatively large. This made it relatively easy for the cooperative to return a substantially higher price than that paid by other agencies. Operating and profit margins of these handlers have since been generally decreased. Therefore, it is now

more necessary than ever before for the cooperative to keep its operating costs as low as possible. This requires rigid economy and efficient operation. On the part of the cooperative members it calls for a careful and constant scrutiny of expenses, costs, and of each operation.

Whether to own or lease physical facilities is a problem which often confronts cooperatives. New and untried associations especially need to be on their guard against acquiring unsuitable, excessive, or inadequate facilities before their volume or operation has been definitely assured.

Turkey pools which originally sold turkeys live f. o. b. track now sell them dressed, chiefly box-packed and some ready to cook. This usually has neces-

sitated acquiring or renting a suitable building for processing, grading, and packing.

If facilities are not obtainable or only at exorbitant cost, the cooperative may be compelled to purchase dressing and cooling facilities. The shorter period of turkey handling each year may make the overhead cost per unit of such a plant excessive, and the cooperative may not be able to make as high net returns as other marketing agencies.

Another problem facing some of the turkey and broiler cooperatives is financing the production of members through cash loans or through credit on feed purchases. The granting of production credit may not be the proper function of a cooperative. However, if production credit is extended to the farmer by a produce handler, this handler and not the cooperative will market his products for him and the cooperative will thereby lose his volume. Not only may the producer thus lose because of lower prices obtained from other buyers but also because of the higher production costs he may be required to pay.

Some of the earlier large egg and turkey cooperatives had outstandingly high quality packs of products. In many instances they were in a class by themselves and therefore had little actual competition. More recently, however, private handlers have increased the quality of their products and the attractiveness of their packs. The sales-appeal advantage of many co-

operatives has been lost. The cooperatives need to be progressive if they are to maintain as well as attain marketing advantages.

Cooperative associations in some areas encounter competition and ill will when they handle certain products or supplies desired by the members. Until an association is well established it may find it best to postpone some service operations.

Cooperatives which operate on an "advance" basis often are pressed by the members to increase the amount or percentage of this advance or to pay the full cash price. Probably the best solution to this problem is an active program of member education.

The informed member may be of valuable assistance in solving most of these and other problems as they develop. When the solution to some cooperative problem is not easy to find within the cooperative, outside trained and experienced assistance may be obtainable for the asking. In some instances the answer to a specific problem cannot be obtained without careful study. To this end research work with cooperatives is being done and studies made by State and Federal agencies. The State colleges of agriculture, State departments of agriculture, county agents and extension service, banks for cooperatives, Farmer Cooperative Service, and others are all in a position to help the member and his cooperative. The advice and assistance of one or more of these agencies on some important problem may prove invaluable.

Some Questions on Your Poultry and Egg Co-op

1. Through what channels are most of the local poultry and eggs sold? What types of market outlets are locally available? How many are cooperative?

2. Where is the nearest cooperative association marketing eggs and poultry located? Is it a specialized poultry and egg cooperative or another kind of cooperative association handling eggs and poultry as a side line?

3. How long has it been operating? What territory does it serve? How many members does it have? How many poultry and egg patrons? How many of these patrons are members?

4. How is membership acquired? How is it terminated? What efforts are being made to obtain new members?

5. To what extent are the farmers' wives or other members of farm families interested in the cooperative association? Are any special efforts being made to interest them in it, in its services, or in its problems?

6. How is the cooperative financed? What portion of the capital is furnished by members? What provision has been made for paying off debts with membership capital? How are members given credit for capital contributed through deductions or earnings retained in the business?

7. What services does the cooperative render producers in your community? Are they the same as those rendered by other handlers? What other services might the cooperative add for the benefit of patrons?

8. What services not required by other handlers does the association ask the patrons to perform in the marketing of their poultry products? How does this result in benefits to the producers?

9. Does the cooperative operate on a pool basis and make partial or full cash payment on delivery? What is the pool period? How important are cash advances?

10. Do the members generally take an active part in helping to run their cooperative? If so, how? Do they criticize the cooperative or take active steps to help it solve its problems?

11. How and where does the cooperative sell its poultry products? How are they packed? What efforts are being made to improve quality?

12. What are the chief benefits of selling eggs, turkeys, and other poultry cooperatively?

13. Is the co-op a member of a federated or regional sales agency? If not, how might it benefit by such an affiliation?

14. If a cooperative association needs help in its operations what are the sources of assistance?

Other Publications Available

Farmer Cooperatives in the United States, FCS Bulletin 1.

Costs and Labor Efficiency of Specialized Egg Marketing Cooperatives in the Northeast, Miscellaneous Report 158, Henry W. Bradford, Harry E. Ratcliffe, and John J. Scanlan.

Costs of Handling Eggs by Selected Cooperatives in the North Central States, Miscellaneous Report 162, Harry E. Ratcliffe, Henry W. Bradford, and John J. Scanlan.

Operating Costs of 15 Cooperative Poultry Dressing Plants, FCS Bulletin 4, Ralph A. Eastwood and John J. Scanlan. (Formerly FCA Bulletin 70.)

Cooperative Egg and Poultry Auction Associations, Bulletin 37, John J. Scanlan and Roy W. Lennartson.

Cooperative Marketing of Eggs and Poultry in Ohio, Bulletin 59, Harry E. Ratcliffe.

Layout and Operations of Cooperative Poultry Dressing Plants, Miscellaneous Report 101, W. M. Hurst.

Plans and Operations of Farm and Small Commercial Poultry Dressing Plants, Miscellaneous Report 147, George A. Amacker and John J. Scanlan.

Some Effects of Marketing Eggs in Ohio According to Official Grades, Miscellaneous Report 153, Harry E. Ratcliffe.

You and Your Co-op Series

Other circulars in this series are available from the Farmer Cooperative Service, U. S. Department of Agriculture, Washington 25, D. C. The series includes:

- Using Your Co-op Gin, Circular E-9
- Insuring Through Your Farmers Mutual, Circular E-15
- Sizing Up Your Cooperative, Circular E-18
- Forming Farmers' Cooperatives, Circular E-19
- Managing Farmers' Cooperatives, Circular E-21
- Merchandising by Farmers' Cooperatives, Circular E-22
- Three Principles of Agricultural Cooperation, Circular E-24
- Using a Local Cooperative as a Source Material for Teaching, Circular E-25
- Farmer Cooperatives in Our Community, Circular E-32
- Future Farmers and Cooperatives, Circular E-33
- The Story of Farmers' Cooperatives, FCS Educational Circular 1
- Using Your Wool Co-op, FCS Educational Circular 2
- Guide for Teaching Farmer Cooperation, FCS Educational Circular 3
- Using Your Livestock Co-op, FCS Educational Circular 4
- Financing Farmer Cooperatives, FCS Educational Circular 5
- Using Your Farm Supply Co-op, FCS Educational Circular 6
- Using Your Fruit and Vegetable Co-op, FCS Educational Circular 7
- Using Your Co-op Elevator, FCS Educational Circular 8

Copies of these publications may be obtained while a supply is available from the

Information Division

FARMER COOPERATIVE SERVICE

U. S. DEPARTMENT OF AGRICULTURE

WASHINGTON 25, D. C.